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Cashman Nursery Inc. 1947

No. 522

Issued June 1, 1947



THIS CANCELS ALL PREVIOUS
LISTS FOR THESE STATES

PRICE LIST

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FOR

MINNESOTA, WISCONSIN, IOWA
★ JAN 30 1948
South Dakota and
★ U.S. Department of Agriculture
States South

And that part of Minnesota north of a line running east and west, beginning at Elbow Lake and running east through Long Prairie, Little Falls and Hinckley. Also the northwest part of Wisconsin, north of the above line.

FRUIT AND— ORNAMENTAL NURSERY STOCK

NOTE—On receipt of this list salesmen will destroy all others and follow the prices herein quoted. This will be necessary to avoid confusion as prices on many varieties fluctuate. In writing about prices always refer to the number at the top of this cover to prevent errors.

All stock listed in this price list is our best grades, all selected for quality and it is not to be compared with cheap grades offered by catalogue dealers and jobbers. Remember no one gets more than he pays for and in Nursery Stock especially the best is always the cheapest.

Number of Trees or Plants to an Acre

2 feet each way.....	10,790
3 feet each way.....	4,850
4 feet each way.....	2,723
5 feet each way.....	1,742
6 feet each way.....	1,210
8 feet each way.....	680
10 feet each way.....	430
12 feet each way.....	302
15 feet each way.....	194
18 feet each way.....	135
20 feet each way.....	110
24 feet each way.....	71
32 feet each way.....	40

To ascertain the number of plants required to the acre at any given distance, divide the number of square feet (43,560) in an acre by the number of square feet you desire to devote to each plant. For instance, in strawberries planted $1\frac{1}{2}$ by 4 feet, each hill will occupy 6 square feet, making 7,260 plants to the acre.





Notice

We will add to our list again this year Sour Cherries and Pear trees. These can be sold in the fruit growing sections of Minnesota and South Dakota. Careful salesmen will not sell Sour Cherry or Pear in Northern Minnesota or North Dakota, excepting perhaps in very well protected areas. Please note other items that are added to this year's list. **DO NOT SELL VARIETIES OR SIZES NOT LISTED.**

GUARANTEE: We guarantee to deliver all stock in live growing condition and replacements will be made at one-half price only. The half price will cover our cost and allow us to pay the salesman one-half commission on all replacements, which will be done, but salesmen are cautioned not to make replacements on trees that have not been properly taken care of, properly pruned when set and either mulched or cultivated. Trees planted and allowed to shift for themselves have less than a 50% chance to grow. Customers must be educated and impressed with the fact that trees can not be left to lay around before planting and must be planted and cared for very carefully the first two years. After that they will take care of themselves with ordinary care.

Salesmen should not neglect to advise every customer to throw his bundle into a tank of water so that the roots will be submerged and leave them there for at least 24 hours and not more than 40 hours before planting. If this is done the trees will fill up with moisture and leaf out within a few days after planting. Also, salesmen should advise each customer to trim back the top, cutting off the majority of the limbs. Pruned trees start more readily and come into bearing at least 2 years earlier than trees un-pruned when set. Pruning is important for all fruit trees and shade trees; Cut Leaf Birch, however, should not be pruned.

Salesmen can advise truthfully this year that all nursery stock will be extremely scarce and prices may advance materially after sales get under way. We will not increase our prices if we can possibly help it, but will advise when varieties are entirely sold out. Nurseries can not expect to go out and buy additional stock after their own stock is exhausted for the reason it may not be available this year. The Cashman Nurseries have a fair supply and we know we are better fixed than most concerns in our supply of choice and hardy varieties of fruit, ornamental and shade trees. We will advise you from time to time with circular letters regarding sizes to sell. In the meantime, sell only what is listed in the price list and only sizes that are listed in the price list. Keep in touch with the office for information at all times and you can be assured that every assistance possible will be given you. The Cashman Nurseries reputation for delivering high quality will guarantee

every salesman that his orders will be filled with the sizes and varieties he sells. Any deviation from our contract or any promise made outside of our printed agreement will be at the salesman's risk and expense. Selling this year will not be difficult and every salesman is cautioned to require a deposit of not less than 25% on all contracts.

CASHMAN NURSERIES, INC.

This is New

NO PREMIUMS

We are forced to again discontinue premiums this year on account of shortage of stock. Consequently all premiums on stock given away, or not charged for at full price, will be charged to the salesman at 50% of the price list price.

We will however, allow one shrub from a list furnished from the office, to be given free for each advance payment of \$10 up to \$25 on a single order, and two shrubs for each \$25 payment above that. Any additional free gifts of stock not furnished by the office will be charged to the salesman.

CANCELLATIONS

We positively do not cancel or reduce orders after they are once booked.

If the salesman promises, or gives the customer to understand that he can reduce or cancel his order, that order must not be sent into the office. All orders must show any additional arrangements made outside of regular contracts.

Every order must be signed by the customer, and a down payment made of not less than 25%.

Any orders taken without a payment must be guaranteed by the salesman. Where notes and open accounts are taken on deliveries the salesman must take these over as part of his settlement. OUR TERMS ARE STRICTLY CASH . . .

General supply of stock is so limited for the coming year that we can take no chances with people who are poor pay and without responsibility. The increased price gives the agents more commission, while only covering the extra costs of the nursery. We want our salesmen to know that we operate on a 10% profit basis, and only once in the last twenty years have we succeeded in making our 10%. Every increase in price gives the salesman more commission without any extra expense, but the increases are made only to cover the extra costs in the nursery. Please bear this in mind. . . .

Sell only varieties and sizes listed in the price list. No commission will be paid on stock sold not in our price list. In other words if you do not find it in the price list, do not sell it. . . .

Signed,
CASHMAN NURSERIES, INC.
By M. R. Cashman, Manager
T. J. Cashman, Asst. Mgr.

Attention Salesmen

A first class salesman never fails to explain thoroughly to his customer, after the sale is made and the order signed, that he positively must come or send for his trees on the first day of delivery, that the company will not be responsible for any trees that are not called for and taken out on the day set for delivery.

The agent must also explain to the customer that he will have to pay cash on day of delivery and any other arrangement is a breach of contract and contrary to our instructions.

Where the agent promises time, we will hold him for the full amount of the order on settlement. We will furnish first class stock, **do no planting** or delivering by team or truck, and our prices are for cash only. If stock is sold for less than price named herein, the difference will be charged to the salesman. Be sure to write in sizes and varieties on all orders you take, otherwise the order may be filled with smaller trees than you sold. No orders accepted unless signed by purchaser.

Do not sell sizes and varieties not contained in this price list. No order is legal that does not correspond with duplicate.

Our Guarantee

Any stock including Evergreens and Strawberries that fails to live, if given proper care, will be **replaced at one-half price** in our next delivery, provided we are notified before September 1st following delivery. Only $\frac{1}{2}$ commission will be paid on replacements.

Never promise a customer a definite date for delivery. We guarantee to deliver at the proper time for planting.

Do Not Mark Prices in Plate Book

We furnish stock true to name and of quality represented and sell with the expressed understanding and agreement that should any prove not to be true to name, we will replace it with other stock and are not liable for damages beyond the purchase price.

Terms

All stock is Cash in Advance or at least 25% must accompany order.

We cannot accept orders for less than \$3.00.

Assortment

This price list includes a full assortment of the best strong growing varieties that are sure to give satisfaction to our customers.

While our assortment of stock is complete we insist that salesmen confine themselves to the kinds mentioned in this list and we reserve the right to cut out of orders any items sold that are not listed.

We pay transportation charges and make no charges for packing.

Prices

In every instance the price named is entirely in keeping with the high quality of our guaranteed stock. Inferior grades of stock may be bought for less, but poor stock is dear at any price and an experienced planter will not buy it.

It is not so much what the customer pays as it is what he gets for what he pays that determines his degree of satisfaction.

FRUIT DEPARTMENT

Watch Your Prices

Do not vary from them.

APPLES

Our Apple trees are all grafted on special seedlings selected from Siberian Crab varieties which furnishes a sturdy foundation.

This year we again offer the famous Minnesota Fruit Breeding Farm productions, the Minjon, Fireside and Prairie Spy. These are long keeping Winter Apples. They are superior to Haralson, in our opinion.

(S) Summer, (F) Fall, (EW) Early Winter, (W) Winter

APPLES—New and Special Varieties

	Each	Dozen
5-7 ft. -----	\$3.00	\$35.00
4-5 ft. -----	2.50	30.00

Fireside	Beacon	Rhoda
Minjon	Haralson	Perkins
Prairie Spy	Anoka	McIntosh
Victory	Erickson	Cortland

APPLES—Standard Varieties

	Each	Dozen
5-7 ft. -----	\$2.50	\$30.00
4-5 ft. -----	2.00	24.00

Anisim (EW)	Minnesota Red Duchess (S)
Bayfield (W)	N. W. Greening (W)
Delicious (W)	Patten Greening (EW)
Duchess (S)	Red Wing (W)
Goodhue (F)	Wealthy (EW)
Hibernal (F)	Wolf River (F)
Malinda (W)	Yellow Transparent (S)

CRAB APPLES and HYBRIDS

	Each	Dozen
5-7 ft. -----	\$3.00	\$35.00
4-5 ft. -----	2.50	30.00
Dartt's Hybrid (F)	Transcendent (F)	
Early Strawberry (S)	Virginia (F)	
Florence (S)	Whitney (S)	
Hyslop (F)	Yellow Siberian (F)	
Sweet Russett (F)		

SPECIAL ORNAMENTAL FLOWERING AND FRUITING CRABS

	Each	Dozen
7-8 ft. -----	\$4.00	\$44.00
5-7 ft. -----	3.00	35.00
4-5 ft. -----	2.50	30.00
Dolgo	Flame	Hopa

PLUMS HANSEN HYBRID PLUMS

All Plums and Plum Cherries this year are yearling branched buds, with a nice top. We find these more superior for transplanting than the two year olds. The cost of labor in growing Plums has doubled over last year so we are keeping the same price as last year excepting we are offering only 4-5 ft. and 3-4 ft. The agents should please bear in mind that Plums grow fast and a yearling comes into bearing sooner than a two year old. Sell only 4-5 ft. and 3-4 ft. Your customers will be pleased with them. Push Plums and Plum Cherries. It requires three years to produce a one year top.

	Each	Dozen
4-5 ft. -----	\$3.00	\$36.00
3-4 ft. -----	2.50	30.00
2-3 ft. -----	2.00	24.00
Hanska	Tonka	
Kahinta	Toka	
Opata	Waneta	
Sapa		

MINNESOTA FRUIT BREEDING FARM PLUMS

	Each	Dozen
4-5 ft. -----	\$3.00	\$36.00
3-4 ft. -----	2.50	30.00
2-3 ft. -----	2.00	24.00
Ember	Monitor	
Fiebing	Superior	
Golden Rod	Surprise	
La Crescent	Tonka	
Loring Prize	Underwood	

NOTICE—All trees are sure to grow, provided all limbs are cut back leaving not more than three buds when tree is planted and tree topped back to not over 4½ to 5 feet. All but 5 or 6 branches should be entirely cut away. All apple, plum and cherry trees properly pruned will bear two to three years earlier than if not pruned.

PLUM CHERRIES

MINNESOTA AND SOUTH DAKOTA FRUIT BREEDING FARM

	Each	Dozen
4-5 ft. -----	\$3.00	\$36.00
3-4 ft. -----	2.50	30.00
2-3 ft. -----	2.00	24.00
Oka	Compass	
Sapa	Opata	

HARDY MANCHURIAN APRICOTS

	Prices
4 to 5 ft. -----	\$3.00
3 to 4 ft. -----	2.50
Scout	Zun
Sing	Mandarin

SOUR CHERRIES

	Prices
5 to 6 ft. -----	\$3.50 each
4 to 5 ft. -----	3.00 each
Early Richmond	Montmorency

HARDY PEARS

	Prices
5 to 6 ft. -----	\$3.50 each
4 to 5 ft. -----	3.00 each
3 to 4 ft. -----	2.50 each
Cashman	Parker
Mendel	Patten

NUT TREES

	Prices
6 to 8 ft. -----	\$3.00 each
5 to 6 ft. -----	2.50 each
4 to 5 ft. -----	2.00 each
3 to 4 ft. -----	1.50 each
Black Walnut	Butternut

CURRENTS

Very strong well branched plants 2 yr. old.
(R) for Red; (W) for White

Usual Varieties

\$0.75 each, \$8.00 per dozen

Pomona (R)

Versailles (R)

London Market (R)

White Transparent (W)

Stewart (R)

Wilder (R)

Red Lake, Minnesota No. 24, \$1.00 each, \$10.00 per dozen

GOOSEBERRIES

2 year old, well rooted, well branched.
(R) for Red; (W) for White

	Each	Dozen
Pixwell	1.00	
Carrie (R)	\$1.00	\$10.00
Downing (W)	1.00	10.00
Oregon Champion		

"Pixwell" the best of all Gooseberries

NOTICE—The federal quarantine has been changed and now permits shipment of Currant and Gooseberries from Minnesota into all territory that we cover in the Northwest.

RASPBERRIES

(B) for Black; (R) for Red; (Y) for Yellow

Prices 12 for \$3.50, 25 for \$6.00, 50 for \$11.00, 100 for \$20.00

RED RASPBERRIES

No. 1

Latham

Taylor

New Chief

Newburg

Sunrise

Indian Summer

BLACK AND PURPLE CAP

2 Year Transplants

Columbian (Purple)

Kansas (B)

Cumberland (B)

Older (B)

Sodus (Purple)

BLACKBERRIES

Prices 12 for \$3.50, 25 for \$6.00, 50 for \$11.00, 100 for \$20.00
Alfred Snyder

STRAWBERRIES JUNE BEARING VARIETIES

	Per 100
Blakemore -----	\$6.00
Premier -----	5.00
Red Gold -----	5.00
Senator Dunlap -----	5.00

The Blakemore is the best June Bearing plant we have found. It surpasses Senator Dunlap and Senator Dunlap is hard to beat.

EVERBEARING VARIETIES

	Per 25	Per 50	Per 100
Big Gem -----	\$4.00	\$7.00	\$12.00
Mastodon -----	2.50	5.00	10.00
Progressive -----	2.50	5.00	10.00
Wayzata -----	5.00	10.00	20.00
Wayzata are propagated from side shoots. Wayzata do not make many runners.			

The new Big Gem Everbearing Strawberry surpasses in bearing qualities and size all Everbearing varieties yet produced. The Big Gem makes runners, therefore increasing production.

GRAPES

(B) for Black; (W) for White; (R) for Red

	Each	Doz.
Minnesota No. 66, Blue Jay W-----	1.00	10.00
Minnesota No. 69, Moon Beam B -----	1.00	10.00
Alpha (B) -----	\$1.00	\$10.00
Beta (B) -----	1.00	10.00
Concord (B) -----	.75	8.00
Medford Prolific (R) (Dakota) -----	1.00	10.00
Moore's Early -----	1.00	10.00
Niagara (W) -----	1.00	10.00
Fredonia -----	.75	8.00

Blue Jay and Moon Beam originated at Minnesota Fruit breeding farm.

The Beta and Alpha and Dakota Grapes are the hardiest varieties known. They will stand the winters of Minnesota and Dakota without covering. All others should be covered.

MISCELLANEOUS

	Each	Doz.	100
Asparagus, 2 year crowns, strong, Washington -----	\$0.25	\$3.00	\$10.00
Asparagus, Paradise -----	.25	3.00	10.00
Dewberries, 2 yr.-----	.25	3.00	15.00
Horse Radish -----	.40	4.00	
Rhubarb, Common, 2 year -----	.50	5.00	
Rhubarb, McDonald, 2 year -----	1.00	10.00	
Rhubarb, Ruby Red, 2 year -----	1.00	10.00	
Rhubarb, Canada Red, 2 year -----	1.25	12.00	
Push McDonald Rhubarb—it is wonderful.			

ORNAMENTAL DEPARTMENT

We have always contended that the man who by intelligent advice enables his customers to make a proper selection of shrubbery will soon find that there is a certain bond between himself, his customers and his house that will tend to make boosters, not only for his stock but also for him.

Hardy Flowering Shrubs develop very quickly, and are therefore indispensable where it is desirable to make an immediate showing. Whether it is a seasonable or all-year-round effect that is desired, it can be obtained by a judicious planting of shrubs. A good shrub collection will present the greatest variety of color throughout the season, both in flower and foliage.

Shrubs are used for grouping around the foundations of the house in order to take off the sharpness from the corners and connect the landscape with the architecture. The home seems to nestle cosily in a nest of green instead of springing up suddenly from the lawn like a "Jack-in-the-Box."

For filling in the angles of a house and the corners between its steps and sidewalks, for extending architectural lines that end too abruptly, for helping to conceal faulty design, for softening hard, uncompromising masonry, such as high retaining wall and buttresses, for giving color to the winter landscape, for making entrances inviting, for taking the curse off wire fences and red brick walls and for framing in the landscape by planting along the borders—that is what shrubs are used for.

By having a ready reference to the list given in this book, salesmen are enabled to sell their customers "the right shrub for the right place" and in turn create greater satisfaction—that all important element—in working up and maintaining a permanent trade.

Varieties in bold face type are the best of their respective kinds and are especially recommended. This applies to the entire price list.

Best Flowering Shrubs

(D) Denotes shrubs which are dwarf in habit of growth.

(M) Denotes shrubs which are medium tall in habit of growth.

(L) Denotes shrubs which are tall in habit of growth.

May Flowering Shrubs

Almonds (M)	Spirea Arguta (D)
Forsythia (L)	Spirea Van Houttei (M)
Lilacs (L)	Spirea Thunbergi (M)
Prunus Triloba (L)	Upright Honeysuckle (L)
Purple Leaf Plum (L)	

June Flowering Shrubs

Elders (M)	Snowballs (M)
High Bush Cranberry (M)	Spirea Sorbifolia (M)
Hydrangea Arborescens (M)	Syringas (M)

July Flowering Shrubs

Snowberry (D)	Spirea Froebelli (D)
Spirea Billardi (M)	Spirea Salicifolia (M)
Spirea Collosa Alba (D)	Sumac (L)

August and September Flowering Shrubs

Hydrangea P. G. (M)

Shrubs Which Produce Ornamental Fruits Succeeding the Flowers

Barberry (Scarlet Fruit Sept.)	Honeysuckle (Red and Yellow Fruit)
Cornus (White Fruit Sept.)	Red Snowberry (Red Fruit all winter)
Elders (Black Fruit) (Red Fruit Sept.)	Rugosa Roses
High Bush Cranberry (Red Fruit Sept.)	White Snowberry (White Fruit all winter)

Shrubs Suitable for Planting in Shady Situations

Barberry (M)	Snowball (M)
Forsythia (L)	Snowberry (M)
H. B. Cranberry (M)	Spirea V. H. (M)
Cotoneaster (M)	

Shrubs With Bright Colored Bark in Winter

Dogwood Siberica (Bright Red)	Dogwood Lutea (Yellow)
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Best Shrubs for Hedging

Alpine Currant	Hedgewood
Barberry Thunbergi	Persian Lilac
Buckthorn	Russian Olive
Caragana	Spirea V. H.
Cotoneaster	Tartarian Honeysuckle

FLOWERING SHRUBS

	Each
Almonds, pink, red, white, 2 to 3 ft.-----	\$2.00
Almonds, pink, red, white, 3 to 4 ft.-----	2.50
Alpine Currant, 15-18 in.-----	1.00
Alpine Currant, 18-24 in.-----	1.50
Barberry, Red Leaf, 15-18 in.-----	1.00
Barberry, Red Leaf, 18-24 in.-----	1.50
Barberry Thunbergi, 12-18 in.-----	.50
Barberry Thunbergi, 18-24 in.-----	.75
Barberry Thunbergi, 2 to 3 ft.-----	1.00
Buckthorn (Shrub Form), 2 to 3 ft.-----	1.00
Buckthorn (Shrub Form), 3 to 4 ft.-----	1.50
Buffalo Berry, 2 to 3 ft.-----	1.00
Buffalo Berry, 3 to 4 ft.-----	1.25
Caragana (Shrub Form), 2 to 3 ft.-----	1.00
Caragana (Shrub Form), 3 to 4 ft.-----	1.50
Caragana (Shrub Form), 4 to 5 ft.-----	2.00

	Each
Cornus, (Red Twigged Dogwood), 2 to 3 ft.	\$1.00
Cornus, (Red Twigged Dogwood), 3 to 4 ft.	1.50
Cornus (Variegated Leaf), 2-3 ft.	1.00
Cornus (Variegated Leaf), 3-4 ft.	1.50
Cornus, (Yellow), 2 to 3 ft.	1.00
Cornus, (Yellow), 3 to 4 ft.	1.50
Cotoneaster, 2 to 3 ft.	1.00
Cotoneaster, 3 to 4 ft.	1.50
Currant (Yellow Flowering), 2 to 3 ft.	.75
Currant (Yellow Flowering), 3 to 4 ft.	1.00
Deutzia, Lemoine and others, 2 to 3 ft.	1.00
Elder, Common, 2 to 3 ft.	1.00
Elder, Common, 3 to 4 ft.	1.50
Elder (Red Berried), 2 to 3 ft.	1.00
Elder (Red Berried), 3 to 4 ft.	1.50
Elder, Cut Leaf, 2 to 3 ft.	1.00
Elder, Cut Leaf, 3 to 4 ft.	1.50
Elder, Golden, 2 to 3 ft.	1.00
Elder, Golden, 3 to 4 ft.	1.50
Forsythia, Fortuni, 2 to 3 ft.	1.00
Forsythia, Fortuni, 3 to 4 ft.	1.50
Forsythia, Suspensa, 2 to 3 ft.	1.00
Forsythia, Suspensa, 3 to 4 ft.	1.50
High Bush Cranberry, 2 to 3 ft.	1.00
High Bush Cranberry, 3 to 4 ft.	1.50
Honeysuckle, Belle Albida, 2 to 3 ft.	.75
Honeysuckle, Belle Albida, 3 to 4 ft.	1.00
Honeysuckle, Tartarian, Pink, 2 to 3 ft.	.75
Honeysuckle, Tartarian, Pink, 3 to 4 ft.	1.00
Honeysuckle, Tartarian, Red, 2 to 3 ft.	.75
Honeysuckle, Tartarian, Red, 3 to 4 ft.	1.00
Honeysuckle, Tartarian, White, 2 to 3 ft.	.75
Honeysuckle, Tartarian, White, 3 to 4 ft.	1.00
Honeysuckle (Morrowi), 18-24 in.	.75
Honeysuckle (Morrowi), 2 to 3 ft.	1.00
Honeysuckle (Morrowi), 3 to 4 ft.	1.50
Hydrangea, Arborescens, 18-24 in.	1.50
Hydrangea, Arborescens, 2 to 3 ft.	2.00
Hydrangea, P.G., 18-24 in.	1.00
Hydrangea, P.G., 2 to 3 ft.	1.50
Japanese Quince, 18-24 in.	1.00
Japanese Quince, 2 to 3 ft.	1.50
Lilac (Common White), 2 to 3 ft.	1.00
Lilac (Common White), 3 to 4 ft.	1.50
Lilac (Common Purple), 2 to 3 ft.	1.00
Lilac (Common Purple), 3 to 4 ft.	1.50
Lilac, Japonica, 2 to 3 ft.	1.00
Lilac, Japonica, 3 to 4 ft.	1.50
Lilac, Josicka, 2 to 3 ft.	1.00
Lilac, Josicka, 3 to 4 ft.	1.50
Lilac, Persian Purple, 2 to 3 ft.	1.00
Lilac, Persian Purple, 3 to 4 ft.	1.50
Lilac, Rothomagensis, 2 to 3 ft.	1.00
Lilac, Rothomagensis, 3 to 4 ft.	1.50
Lilac, Grafted (Special named varieties: Chas. X, Ludwig Spaeth, Marie LeGrey, Madam Lemoine, and other French Lilac), 2 to 3 ft.	2.00

	Each
Same, 3 to 4 ft.	2.50
Russian Olive (Shrub Form), 2 to 3 ft.	1.00
Russian Olive (Shrub Form), 3 to 4 ft.	\$1.50
Snowball, Viburnum Dentatum, 2-3 ft.	1.50
Snowbell, Viburnum Dentatum, 3-4 ft.	2.00
Snowball, Viburnum Lantana, 2-3 ft.	1.00
Snowball, Viburnum Lantana, 3-4 ft.	1.50
Snowball, Common, 18-24 in.	1.50
Snowball, Common, 2-3 ft.	2.00
Snowberry, red & white, 2-3 ft.	1.00
Snowberry, red & white, 3 to 4 ft.	1.50
Spirea, Anthony Waterer (dwarf) 12 to 15 in.	1.00
15 to 18 in.	1.50
Spirea, Arguta, 18 to 24 in.	1.00
Spirea, Arguta, white, 2 to 3 ft.	1.50
Spirea, Aurea, 18-24 in.	1.00
Spirea, Aurea, 2 to 3 ft.	1.50
Spirea, Billardi, 18 to 24 in.	1.00
Spirea, Billardi, Pink, 2 to 3 ft.	1.50
Spirea Billardi, Pink, 3 to 4 ft.	2.00
Spirea, Collosa Alba, White, 12-18 in.	1.00
Spirea, Collosa Rosea, Pink, 18-24 in.	1.00
Spirea, Froebelli, red, 12-18 in.	1.00
Spirea, Froebelli, red, 18-24 in.	1.50
Spirea, Salicifolia, light pink, 2 to 3 ft.	1.00
Spirea Salicifolia, light pink, 3 to 4 ft.	1.50
Spirea, Sorbifolia, white, 18-24 in.	1.00
Spirea, Sorbifolia, white, 2 to 3 ft.	1.50
Spirea, Thunbergii, white, 18-24 in.	1.00
Spirea, Van Houtti, white, 2 to 3 ft.	1.00
Spirea, Van Houtti, white, 3 to 4 ft.	1.50
Sumac, Smooth Leaf, 2 to 3 ft.	1.00
Sumac, Smooth Leaf, 3 to 4 ft.	1.50
Sumac Cut Leaf, 2 to 3 ft.	1.50
Sumac, Cut Leaf, 3 to 4 ft.	2.00
Syringa, Golden, 12-18 in.	1.50
Syringa, Golden, 18-24 in.	2.00
Syringa (Mock Orange), 2-3 ft.	1.00
Syringa (Mock Orange), 3-4 ft.	1.50
Syringa, Flora Plena, 2 to 3 ft.	1.00
Syringa, Flora Plena, 3 to 4 ft.	1.50
Syringa, Mont Blanc, 2 to 3 ft.	1.50
Syringa, Mont Blanc, 3 to 4 ft.	2.00
Syringa, Coronarus, 2 to 3 ft.	1.00
Syringa, Coronarus, 3 to 4 ft.	1.50
Syringa, Virginal, 2-3 ft.	2.00
Syringa, Virginal, 3-4 ft.	2.50
Tamerix, 2 to 3 ft.	1.00
Tamerix, 3 to 4 ft.	1.50

Don't promise a customer a definite date for delivery. We guarantee to deliver at proper time for planting.

The sizes listed in this book after each variety is that considered proper for first class plants suitable for transplanting. The sizes vary according to the habit of growth of the shrub, as some are naturally dwarf in habit and others medium and large growing. All stock guaranteed to grow first year or replaced at one-half price.

Specimen Flowering Shrubs

Specimen shrubs that have been transplanted and trimmed for park and landscape work. Four year old plants.

Tree Form Shrubs	Each
Betchel's Flowering Crab, 2-3 ft.	\$1.50
Betchel's Flowering Crab, 3-4 ft.	2.00
Betchel's Flowering Crab, 4-5 ft.	2.50
Betchel's Flowering Crab, 5-6 ft.	4.00
Minnesota Purple Leaf Flowering Plum, 2-3 ft.	1.50
Minnesota Purple Leaf Flowering Plum, 3-4 ft.	2.00
Minnesota Purple Leaf Flowering Plum, 4-5 ft.	2.50
Hopa Crab, 4-5 ft.	2.50
Hopa Crab, 5-6 ft.	3.00
Dolga Crab, 4-5 ft.	2.50
Dolga Crab, 5-6 ft.	3.00
Newport Plum, 3 to 4 ft.	2.00
Newport Plum, 4 to 5 ft.	2.50
Prunus Triloba, 2 to 3 ft.	2.00
Prunus Triloba, 3 to 4 ft.	3.00
Flame, Crab, 4-5 ft.	2.50
Flame, 5-6 ft.	3.00
Tree Hydrangea, 3-4 ft.	3.00
Tree Hydrangea, 4-5 ft.	4.00
Grafted Varieties (French Lilac), 2-3 ft.	2.00
Grafted Varieties (French Lilac), 3-4 ft.	2.50

Prunus Triloba is the most beautiful of all shrubs and perfectly hardy.

ORNAMENTAL HEDGES

	100
Alpine Hedge, 15-18 in.	\$50.00
Alpine Hedge, 18-24 in.	70.00
Amoor River Privet, 18-24 in.	40.00
Amoor River Privet, 2-3 ft.	50.00
Barberry (Thunbergii)	
Seedlings, 12-18 in.	18.00
Seedlings, 18-24 in.	25.00
Transplants, 12 to 18 in.	40.00
Transplants, 18 to 24 in.	50.00
Transplants, 2 to 3 ft.	60.00
Buckthorn, 12 to 18 in.	20.00
Buckthorn, 18 to 24 in.	25.00
Buckthorn, 2 to 3 ft.	30.00
Buffalo Berry, 2-3 ft.	20.00
Buffalo Berry, 3-4 ft.	25.00
Caragana, Arborescens, 12 to 18 in.	8.00
Caragana, Arborescens, 18 to 24 in.	10.00
Caragana, Arborescens, 2 to 3 ft.	15.00
Caragana, Arborescens, 3 to 4 ft.	20.00
Caragana, Arborescens, 4 to 5 ft.	25.00
Dogwood (Red Siberian), 18 to 24 in.	\$50.00
Dogwood (Red Siberian), 2 to 3 ft.	60.00
Dogwood (Red Siberian), 3 to 4 ft.	70.00

	100
Honey Locust, 12 to 18 in.	8.00
Honey Locust, 18 to 24 in.	10.00
Honey Locust, 2 to 3 ft.	12.00
Chinese Hedgewood, 12-18 in.-----	8.00
Chinese Hedgewood, 18-24 in.-----	10.00
Mulberry, Russian, 12 to 18 in. -----	8.00
Mulberry, Russian, 18 to 24 in. -----	10.00
Russian Olive, 12-18 in. -----	10.00
Russian Olive, 18-24 in. -----	12.00
Russian Olive, 2-3 ft. -----	15.00

Flowering Hedges—Light Stock

Prices are for 50 or more

	100
Honeysuckle Tartarian Spirea Van Houtti, Hedging	
Grade, 18-24 in.	50.00
Same, 2 to 3 ft.	60.00
Persian Lilac, Common Lilac, Snowberry, Red Dog-	
wood, Mock Orange, Yellow Dogwood, 18-24 in.	50.00
Same, 2 to 3 ft.	60.00
Roses for Hedging	
Hansa, Hugonis, 2 yr. No. 1, 18-24 in.	85.00

Make no variation from these prices.

If it takes a misrepresentation to make a sale, don't make it.

We cannot accept orders for less than \$3.00.

ORNAMENTAL VINES

Strong 2 Year Plants

Ornamentals of this class are so hardy, so easily grown, and so beautiful that they deserve greater attention than they receive. They are indispensable for screening porches, covering trellises, tree trunks, walls and stone or brick foundations. Give them a fine, rich soil and they will require little attention.

(C) Clings to stone or brick.

(T) Requires a trellis.

	Each
Ampelopsis, (American Ivy), (T)	\$.50
Ampelopsis, Engelmani (C)60
Bittersweet (T)	1.00
Climbing Honeysuckle (T)	1.00
Goldflame Honeysuckle	2.00
Matrimony Vine (T)	1.00
Trumpet Creeper (Radicans) (T)	1.00
Boston Ivy Vetchi	1.25

PAEONIES

We have only choice varieties, sell by colors only and do not sell by name.

Division -----\$1.50 each
Clumps ----- 2.50 each

Can be planted either Fall or Spring.

These magnificent plants are among the showiest and choicest in our gardens. The fragrance and delicate tints and shades of their beautiful flowers render them like the rose, practically indispensable. They are absolutely hardy and of the easiest culture. We have a superb collection of varieties in separate colors.

HARDY CHRYSANTHEMUMS

Price-----\$1.00 each, \$10.00 per dozen

Bronze	Red
Maroon	White
Pink	Yellow

Write for pictures. The Hardy Chrysanthemum will be a big seller. Easy to grow and if covered up every Winter they will come up each Spring and bloom for three months in the Fall every year. Chrysanthemums are very popular.

PHLOX

Price—No. 1 plants-----\$.75 each, \$8.00 per dozen

Sell only in choice varieties by colors:

Lavender	Pink	Red	White
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BLEEDING HEART

Price-----\$1.00 each, \$10.00 per dozen

PERENNIALS

Do not sell Perennials. The Cashman Nurseries have discontinued all Perennials excepting Peonies, Phlox, Hardy Chrysanthemums and Bleeding Heart.

BULBS

Do not sell Bulbs of any kind.

No Fall deliveries.

ROSES

Our Roses are strong, two year old bushes, field grown and strictly hardy. They have already bloomed one season before being sent out and are in every respect a superior article. Varieties offered are selected for their free blooming qualities, their strong habit of growth and for their ability to adapt themselves to any climate or condition.

Varieties in bold face type are the best of their respective kinds and are especially recommended. This applies to the entire price list.

Hybrid Perpetual Roses

(C) for Crimson; (P) for Pink; (R) for Red; (W) for White; (Y) for Yellow. Prices for strong, two year old plants that will bloom the first season. **Must be covered in winter.**

Prices

\$2.00 each;

Anna de Diesbach (P)	Magna Charta (P)
Frau Karl Druschki (W)	Margaret Dickson (W)
General Jack (R)	Marshall P. Wilder (R)
Gruss En Tiplitz (R)	Mrs. John Laing (P)
Harrison Yellow (Y)	Paul Neyron (P)
Hugonis Yellow	Persian Yellow (Y)
John Hopper (P)	Ulrich Brunner (R)
Madam Plantier (W)	

Hybrid Rugosa Roses

Hardy—Do Not Need Covering

Ideal for North Dakota, South Dakota, Minnesota and Northern Wisconsin.

Prices

\$2.00 each;

These Roses are Ideal for North Dakota.

Hansa (R)	Belle Poitevine (Dl. P)
Grootendorst (Dl. R)	Conrad F. Meyer (Dl. P)
Amelie Gravereaux (R)	New Century (Dl. Rose Pink)
Blanch de Coubert (Dl. W)	Sir Thomas Lipton (Dl. W)

Climbing Roses

Not Hardy in North Dakota Without Covering

Blaze Rose, \$3.00 each

The **Blaze Rose** is an improved everblooming Climber. It is one of the best new Climbing Roses. Orders for this Rose are not accepted unless money accompanies the order.

Prices

Paul Scarlet Climber	\$2.00 each
	\$1.50 each; \$18.00 per dozen
Baltimore Belle (W)	Dorothy Perkins (W)
Climbing American	Excelsa (R)
Beauty (R)	Prairie Queen (P)
Crimson Rambler (R)	Tausendschoen (R)
Dorothy Perkins (P)	

Dwarf Rambler Roses

Not Hardy in North Dakota

\$2.00 each

Baby Rambler (R)	White Rambler (W)
Baby Rambler (P)	

Roses generally bloom the season of planting, except Climbers and Ramblers, which bloom the second season after planting.

The thorough salesman never experiences any difficulty in convincing his customers that cheap nursery stock is dear at any price.

WEEPING TREES

	Each
Cut Leaf Weeping Birch, 5 to 6 ft.	\$5.00
Cut Leaf Weeping Birch, 6 to 8 ft.	6.00
Cut Leaf Weeping Birch, 8 to 10 ft.	8.00
Niobe Weeping Willow, 5 to 6 ft.	2.00
Niobe Weeping Willow, 6 to 8 ft.	2.50
Niobe Weeping Willow, 8 to 10 ft.	3.50
Willow, Wisconsin, 6 to 8 ft.	2.50
Willow, Wisconsin, 8 to 10 ft.	3.50

Push Niobe Weeping Willows. Good Thing.

ORNAMENTAL AND FOREST TREES

Under this head we include not only the finest shade trees, but many of those beautiful flowering trees of special color which, if properly located, give variety and beauty to the landscape. The initial cost of these trees is small and paid for many times over with the beauty, pleasure and satisfaction which they bring.

The size mentioned after each variety are those considered proper for first class trees suitable for transplanting. Every tree is a good specimen with a good, fibrous root system, good, straight stem and well branched symmetrical top. The prices quoted are fair considering the high quality of these trees. We have larger trees to offer and customers desiring larger sizes should submit a list of their requirements to our salesmen for special prices, which we will be able to quote promptly.

We divide the ornamental trees into two classes, those suitable for Street planting (Class S.) and those suitable for Lawns (Class L.).

	Each
Am. Linden (Basswood) 5- 6 ft. (S-L)-----	\$ 2.50
Am. Linden (Basswood) 6 -8 ft. (S-L)-----	3.00
Am. Linden (Basswood) 8-10 ft.-----	5.00
Ash, Green, 5- 6 ft. (S-L)-----	2.00
Ash, Green, 6- 8 ft. (S-L)-----	3.00
Ash, Green, 8-10 ft. (S-L)-----	4.00
Ash, Green, 10-12 ft. (S-L)-----	5.00
Birch, White and Canoe, 5- 6 ft. (S-L)-----	2.50
Birch, White and Canoe, 6- 8 ft. (S-L)-----	3.00
Birch, White and Canoe, 8-10 ft. (S-L)-----	4.00
Box Elder, 5-6 ft. (S-L)-----	2.00
Box Elder, 6-8 ft. (S-L)-----	3.00
Box Elder, 8-10 ft. (S-L)-----	3.50
Catalpa, Speciosa, 5 to 6 ft. (L)-----	2.00
Catalpa, Speciosa, 6 to 8 ft. (L)-----	2.50
Catalpa, Speciosa, 8 to 10 ft. (L)-----	3.00
Cherry, Choke, 5-6 ft. (L)-----	2.00
Cherry, Choke, 6-8 ft. (L)-----	2.50
Elm, American, 5-6 ft. (S-L)-----	2.00
Elm, American, 6- 8 ft. (S-L)-----	2.50
Elm, American, 8-10 ft. (S-L)-----	4.00
Elm, American, 10-12 ft. (S-L)-----	5.00
Elm, American, 2-2½ in. cal.-----	10.00
Elm, American, 2½-3 in. cal.-----	12.00
Elm, Mpl., (Budded), 6- 8 ft.-----	3.50
Elm, Mpl., (Budded), 8-10 ft.-----	5.00
Elm, Mpl., (Budded), 1½ in. cal.-----	6.00
Elm, Mpl., (Budded), 1¾ in. cal.-----	7.00
Elm, Mpl. (Budded), 2 in. cal.-----	10.00
Elm, Lake City, (Budded), 6- 8 ft.-----	3.50
Elm, Lake City, (Budded), 8-10 ft.-----	5.00
Elm, Lake City, (Budded), 1½ in. cal.-----	6.00
Elm, Lake City, (Budded), 1¾ in cal.-----	7.00
Elm, Lake City, (Budded), 2 in. cal.-----	10.00
Elm, Chinese, 5-6 ft. (S-L)-----	2.00
Elm, Chinese, 6-8 ft. (S-L)-----	2.50
Elm, Chinese, 8-10 ft. (S-L)-----	4.00
Elm, Chinese, 10-12 ft.-----	5.00
Elm, Chinese, 2-2½ in.-----	10.00
Hackberry, 5-6 ft. (S-L)-----	2.50
Hackberry, 6-8 ft. (S-L)-----	3.00
Hackberry, 8-10 ft. (S-L)-----	4.00
Horse Chestnut, (Buckeye), 5-6 ft. (L)-----	4.00
Horse Chestnut, Buckeye), 6-8 ft. (L)-----	5.00
Locust, Honey, 6- 8 ft. (L)-----	2.00
Locust, Honey, 8 to 10 ft. (L)-----	3.00
Locust, Black, 6 to 8 ft. (L)-----	2.00
Locust, Black, 8 to 10 ft. (L)-----	3.00
Maple, Hard or Rock, 6-8 ft. (S-L)-----	5.00
Maple, Hard or Rock, 8-10 ft. (S-L)-----	7.00

	Each
Maple, Hard or Rock, 10-12 ft. (S-L)-----	10.00
Maple, Norway, 5- 6 ft. (S-L)-----	3.00
Maple, Norway, 6- 8 ft. (S-L)-----	5.00
Maple, Norway, 8-10 ft.-----	7.00
Maple, Norway, 10-12 ft.-----	10.00
Maple, Schwedleri, Whips, 5-6 ft.-----	5.00
Maple, Schwedleri, Whips, 6-8 ft.-----	6.00
Maple, Schwedleri, Branched, 5-6 ft.-----	7.00
Maple, Schwedleri, Branched, 6-8 ft.-----	8.00
Maple, Schwedleri, Branched, 8-10 ft.-----	10.00
Maple, Silver or Soft, 5- 6 ft. (S-L)-----	1.50
Maple, Silver or Soft, 6- 8 ft. (S-L)-----	2.00
Maple, Silver or Soft, 8-10 ft. (S-L)-----	3.00
Maple, Silver or Soft, 10-12 ft. (S-L)-----	5.00
Mountain Ash, American, 5-6 ft. (L)-----	3.00
Mountain Ash, American, 6-8 ft. (L)-----	4.00
Mountain Ash, American, 8-10 ft. (L)-----	6.00
Mountain Ash, European, 5-6 ft. (L)-----	3.00
Mountain Ash, European, 6-8 ft. (L)-----	4.00
Mountain Ash, European, 8-10 ft. (L)-----	6.00
Poplar, Bolleana, 5-6 ft. (S-L)-----	2.50
Poplar, Bolleana, 6-8 ft. (S-L)-----	3.50
Poplar, Bolleana, 8-10 ft.-----	5.00
Poplar, Cottonwood, 6-8 ft. (S)-----	1.50
Poplar, Lombardy, 5- 6 ft. (S)-----	1.00
Poplar, Lombardy, 6- 8 ft. (S)-----	1.50
Poplar, Lombardy, 8-10 ft. (S)-----	2.00
Poplar, Lombardy, 10-12 ft. (S)-----	3.00
Poplar, Norway, 5- 6 ft. (S-L)-----	1.50
Poplar, Norway, 6- 8 ft. (S-L)-----	2.00
Poplar, Norway, 8-10 ft. (S-L)-----	2.50
Poplar, Silver Leaf, 6-8 ft. (S-L)-----	3.00
Willow, Golden, 5-6 ft.-----	1.00

Hardy Forest Tree Seedlings

	100
Ash, Green, 12-18 in.-----	\$ 8.00
Ash, Green, 18-24 in.-----	10.00
Ash, Green, 2-3 ft.-----	12.00
Ash, Green, 3-4 ft.-----	18.00
Box Elder, 18-24 in.-----	8.00
Box Elder, 2-3 ft.-----	10.00
Box Elder, 3-4 ft.-----	15.00
Cottonwood, Nursery Grown, 2-3 ft.-----	10.00
Cottonwood, Nursery Grown, 3-4 ft.-----	15.00
Cottonwood, Nursery Grown, 4-5 ft.-----	20.00
Caragana, Arborescens, 12-18 in.-----	9.00
Caragana, Arborescens, 18-24 in.-----	12.00
Caragana, Arborescens, 2-3 ft.-----	15.00
Caragana, Arborescens, 3-4 ft.-----	20.00
Elm, American, 12-18 in.-----	8.00
Elm, American, 18-24 in.-----	10.00
Elm, American, 2-3 ft.-----	12.00
Elm, American, 3-4 ft.-----	15.00
Elm, American, 4-5 ft.-----	25.00
Elm, Chinese, 12-18 in.-----	8.00
Elm, Chinese, 18-24 in.-----	10.00
Elm, Chinese, 2-3 ft.-----	12.00

Elm, Chinese, 3-4 ft.....	15.00
Elm, Chinese, 4-5 ft.....	25.00
Locust, Black, 2-3 ft.....	10.00
Locust, 3-4 ft.....	15.00
Locust, Honey, 2-3 ft.....	10.00
Locust, 3-4 ft.....	15.00
Poplar, Norway or Carolina, 2-3 ft.....	15.00
Poplar, Norway or Carolina, 3-4 ft.....	20.00
Poplar, Norway or Carolina, 4-5 ft.....	25.00
Russian Olive, 12-18 in.....	10.00
Russian Olive, 18-24 in.....	12.00
Russian Olive, 2-3 ft.....	15.00
Russian Mulberry, 12-18 in.....	7.00
Russian Mulberry, 18-24 in.....	10.00
Russian Mulberry, 2 to 3 ft.....	15.00
Soft Maple, 12-18 in.....	8.00
Soft Maple, 18-24 in.....	10.00
Soft Maple, 2-3 ft.....	15.00
Soft Maple, 3-4 ft.....	20.00
Soft Maple, 4-5 ft.....	25.00
Willow, Giant White, 18-24 in.....	10.00
Willow, Giant White, 2-3 ft.....	15.00
Willow, Giant White, 3-4 ft.....	20.00
Willow, Giant White, 4-5 ft.....	25.00
Willow, Golden, 18-24 in.....	10.00
Willow, Golden, 2-3 ft.....	15.00
Willow, Golden, 3-4 ft.....	20.00
Willow, Golden, 4-5 ft.....	25.00
Willow, Laurel Leaf, 18-24 in.....	10.00
Willow, Laurel Leaf, 2-3 ft.....	15.00
Willow, Laurel Leaf, 3-4 ft.....	20.00

We cannot accept orders for less than \$3.00.

No Commission Paid on Balled Evergreens Replaced at One-Half Price

The balled evergreen business has proven very expensive and one-half price replace will be required no doubt, on some trees that fail. We want our salesmen to understand that no commission will be paid on the replacing of balled evergreens. However, on all other stock replaced at one-half price the salesmen will receive one-half commission. Please note this.

EVERGREENS

Only 25% commission paid on evergreens.

Evergreens are in demand everywhere and salesmen will find many inquiries for them. Nurseries, however, have experienced heavy losses in young seedlings from drowning out the last three years. This means there are not many coming on. We are therefore not offering any wind-break evergreens this year. We will, however, sell balled evergreens in sizes we offer. Do not push them but where the sale of other stock is affected, you are permitted to sell balled evergreens at the following prices.

Evergreens will be dug fresh and shipped the day they are dug. We will make replacements at one-half price for anything that does not start to grow. Advise your customers that evergreens will all grow if they are thoroughly watered when planted and mulched after planting. The mulch will insure the growth. Unmulched trees have less than a 50% chance to grow.

FANCY EVERGREENS—Balled and Burlapped

Dug With Ball of Earth for Landscape Work Only

All Evergreens shipped balled and burlapped are cut out of the ground with a large ball without disturbing the dirt around the roots; this is sent to the customer with the tops securely cased in.

B&B signifies that the tree comes in its own soil—Balled and Burlapped.

FIRS—Balled and Burlapped

Concolor Fir, 18-24 in.	\$ 8.00
Concolor Fir, 2-3 ft.	10.00
Concolor Fir, 3-4 ft.	15.00
Douglas Fir, 18-24 in.	8.00
Douglas Fir, 2-3 ft.	10.00
Douglas Fir, 3-4 ft.	15.00
Mugho Dwarf Pine, 12-18 in. spread, B&B.	8.00
Mugho Dwarf Pine, 18-24 in. spread, B&B.	9.00
Mugho Dwarf Pine, 24-30 in. spread, B&B.	12.00
Mugho Dwarf Pine, 30-36 in., B&B.	15.00
White Pine, 18-24 in.	8.00
White Pine, 24-30 in.	10.00
White Pine, 30-36 in.	12.00
White Pine, 36-42 in.	15.00
White Pine, 42-48 in.	17.00
White Pine, 4-5 ft.	20.00
White Pine, 5-6 ft.	25.00
White Pine, 6-8 ft.	30.00

White Pine can only be shipped into Minnesota

SPRUCES—Balled and Burlapped

	Each
Black Hill Spruce, 18-24 in.	\$ 6.00
Black Hill Spruce, 24-30 in.	8.00
Black Hill Spruce, 30-36 in.	10.00
Black Hill Spruce, 36-42 in.	12.00
Black Hill Spruce, 42-48 in.	15.00
Black Hill Spruce, 4-5 ft.	20.00

Moerheim Blue Spruce, 3-4 ft.-----	30.00
Moerheim Blue Spruce, 4-5 ft.-----	35.00
Moerheim Blue Spruce, 5-6 ft.-----	40.00

The **Moerheim Blue Spruce** is an improved Colorado Blue Spruce. Every tree is the same color, all being the very best blues that can be grown. When selling the Moerheim Blue Spruce you are sure that every tree will be a perfect Blue. The reason for this is that they are grafted from true Moerheim Blues.

Colorado Blue Spruce, blue shade, 24-30 in.-----	15.00
Colorado Blue Spruce, blue shade, 30-36 in.-----	20.00
Colorado Blue Spruce, blue shade, 36-42 in.-----	25.00
Colorado Blue Spruce, blue shade, 3½-4 ft.-----	30.00
Colorado Blue Spruce, semi-blue, 18-24 in.	8.00
Colorado Blue Spruce, semi-blue, 24-30 in.-----	10.00
Colorado Blue Spruce, green type, 24-30 in.-----	10.00
Colorado Blue Spruce, green type, 30-36 in.-----	12.00
Colorado Blue Spruce, green type, 4 to 5 ft.-----	18.00
White Spruce, 18-24 in.-----	6.00
White Spruce, 24-30 in.-----	7.00
White Spruce, 30-36 in.-----	8.00
White Spruce, 36-42 in.-----	10.00

JUNIPERS AND CEDARS—Balled and Burlapped

	Each
Juniper, Dundee, 24-30 in.-----	10.00
Juniper, Dundee, 30-36 in.-----	12.00
Juniper, Dundee, 36-42 in.-----	14.00
Juniper, Dundee, 3-4 ft.-----	16.00
Juniper, Dundee, 4-5 ft.-----	20.00
Juniper, Dundee, 5-6 ft.-----	30.00
Juniper, Dundee, 6-8 ft.-----	40.00
Juniper, Prostrate Sabin, 15-18 in. spread-----	6.50
Juniper, Prostrate Sabin, 18-24 in. spread-----	7.50
Juniper, Prostrate Sabin, 24-30 in. Spread-----	10.00
Juniper, Prostrate Sabin, 30-36 in. spread-----	15.00
Juniper, Pfitzeriana (Semi-Prostrate) 15-18 in.-----	6.50
Juniper, Pfitzeriana (Semi-Prostrate), 18-24 in.-----	8.00
Juniper, Pfitzeriana (Semi-Prostrate, 24-30 in. ----	10.00
Dundee, Silver, 30-36 in.-----	10.00
Dundee, Silver, 36-42 in.-----	12.00
Dundee, Silver, 3½-4 ft.-----	15.00
Dundee, Silver, 4-5 ft.-----	20.00
Dundee, Silver, 5-6 ft.-----	25.00
Juniper, Scopulorum Cedar (Silver) 24-30 in.-----	8.00
Juniper, Scopulorum Cedar (Silver) 30-36 in.-----	10.00
Juniper, Scopulorum Cedar (Silver) 36-42 in.-----	12.00
Juniper, Scopulorum Cedar (Silver) 42-48 in.-----	15.00
Juniper, Virgiana (Red Cedar) 24 to 30 in.-----	8.00
Juniper, Virgiana (Red Cedar) 30 to 36 in.-----	10.00
Juniper, Virgiana (Red Cedar) 36 to 42 in.-----	12.00

Juniper, Virgiana (Red Cedar) 42 to 48 in.-----	14.00
Juniper, Virgiana (Red Cedar) 4 to 5 ft.-----	16.00
Juniper, Virgiana (Red Cedar) 5 to 6 ft.-----	20.00

ARBOR VITAE—Balled and Burlapped

Arbor Vitae, American, sheared, 24-30 in.-----	7.00
Arbor Vitae, American, sheared, 30-36 in.-----	8.00
Arbor Vitae, American, sheared, 36-42 in.-----	10.00
Arbor Vitae, American, sheared, 42-48 in.-----	12.00
Arbor Vitae, American, sheared, 4-5 ft.-----	15.00
Arbor Vitae, American, sheared, 5-6 ft.-----	18.00
Arbor Vitae, American, sheared, 6-8 ft.	20.00
Arbor Vitae, Pyramidal, 18-24 in.-----	7.00
Arbor Vitae, Pyramidal, 24-30 in.-----	8.00
Arbor Vitae, Pyrimidal, 30-36 in.-----	10.00
Arbor Vitae, Pyramidal, 36-42 in.-----	12.00
Arbor Vitae, Pyramidal, 42-48 in.-----	15.00
Arbor Vitae, Siberian, 18 to 24 in.-----	8.00
Arbor Vitae, Siberian, 24 to 30 in.-----	10.00
Arbor Vitae, Siberian, 30 to 36 in.-----	12.00
Compacta or Globosa Arbor Vitae, round headed low growing for planting in tubs or front yards, 15 to 18 in. heads -----	6.00
Same, 18 to 24 in. heads	8.00

Siberian Arbor Vitae are perfectly hardy anywhere that evergreens grow. They are beautiful and you will do your customers a favor by recommending them. They grow compact, broad, and not so upright as the other Arbor Vitae. Siberian Arbor Vitae do not freeze brown in the Winter.

SALESMEN must take time to educate customers how to successfully plant the nursery stock they purchase. Remember the following:

1. Stock must be called for promptly.
2. Soak 24 hours and not over 40 hours in water before planting everything except balled evergreens.
3. Prune the ends off the roots.
4. Plant in roomy holes.
5. Tamp the ground firmly around the roots.
6. Do not put any manure in the holes.
7. Supply ample water before and after tree is planted.
8. Cut limbs back on all fruit trees and shade trees, excepting Cut Leaf Birch.
9. Mulch trees heavily on top of the ground to keep the moisture in the soil.
10. Trees must be wrapped with paper to protect against rabbits in Winter.
11. Spray each year with Bordeaux Mixture when young fruit is forming.
12. Keep out the weeds and cultivate the ground. Trees require the same care as corn to be grown successfully.

How to Eradicate Red Spider on Evergreens

During the last few years Red Spider has attacked most varieties of Evergreens, and must be dealt with in order to save the trees. The Red Spider is a very small red bug that is hardly discernible with the naked eye; if it is taken in time, it will not injure the tree.

There are two methods to combat them, one is by the use of common glue to the extent of five pounds to fifty gallons of water, saturating the tree thoroughly with this solution. The Spider will become encased and will not do any more damage. A second application may be necessary but not often. In order to get the best results, it should be put on with a spray pump that has considerable pressure—200 lb. pressure is required if the best results are obtained, but if a person hasn't a spray pump, they can swish it on with a broom or window washer. The other is by the use of "Kolodust," a powder which can be blown on with a hand sprayer and kills the insects outright. If this cannot be obtained locally we can furnish it at the following prices: 1 lb. 35c; 5 lbs. \$1.50.

Sizes for Evergreens and Shade Trees

The grades offered represent all trees measuring not less than the smallest number listed and over and up to but not including the largest number. For example, 18 to 24 inch Evergreens include all trees measuring 18 inches and up to 24 inches, but a 2 ft. tree is included in the 24 to 30 inch grade. Other sizes likewise. 6 to 8 feet sizes in Shade Trees are the best to transplant.

Our salesmen should remember that they represent the largest nursery concern west of Ohio, with a patronage of over 30,000 customers, who have learned that it pays to buy trees from a reliable concern which refuses to offer cheap or inferior stock to its planting customers. We, of course, have inferior grades, but we find a ready sale for them to jobbers and catalogue houses that get their business by making cheap prices. A customer buying from such places sends his money with the order and takes what he gets, pays his own express, and when the stock dies he must buy more.

Remember, you get no more than you pay for, and experience teaches that the Best is the Cheapest. You will be proud to deliver the class of stock sent out.

SPECIAL NOTICE—Agents must make it clear to purchasers that Evergreens, Balled and Burlapped, will start to grow at once, but Balled Evergreens will dry out just as quickly as those not balled if not liberally watered and cultivated. The balling makes the growth sure but they must have continuous moisture until they grow roots down to moisture. All replacing on Evergreens done at one-half price. Evergreen must be planted without breaking ball and all Evergreens must be heavily mulched immediately after planting.

Remember that request for replacement must reach us before September 1st, following delivery.

Don't vary from these prices.

½ Dozen at Dozen rate. 50 at 100 rates.

We cannot accept orders for less than \$



